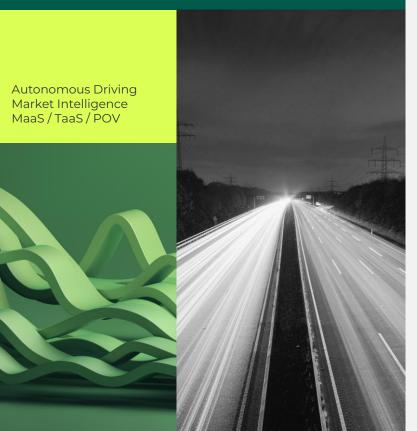
WE DEFINE FUTURE IMPACT

TECHNOLOGY SOFTWARE CONSULTING





P3 Autonomous Driving Market Insights

We analyze global autonomous driving ecosystems in Mobility-as-a-Service, Privately Owned Vehicles and Goods Transport.

Created by:

Ricco Kämpfer P3 automotive GmbH Schlosserstraße 8 38440 Wolfsburg Germany Last update: 2024/09/26

Edition #4/2024

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P3 AD MARKET INSIGHTS

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in



AD Market Insights – **CN edition**



P3 automotive GmbH

Schlosserstraße 8 38440 Wolfsburg

Germany

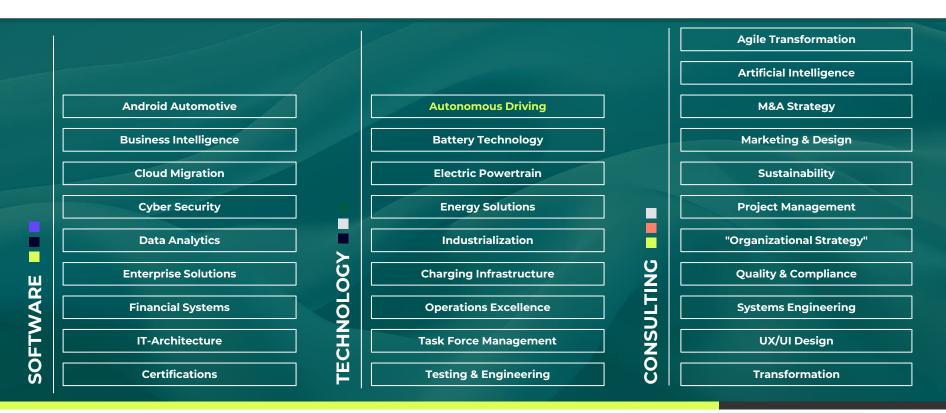
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P3 & P3 autonomous mobility.

General Introduction

Porftolio as unusual.



P3 AUTONOMOUS MOBILITY

P3 advises leading international OEMs, suppliers, technology and insurance companies in the field of autonomous driving and autonomous mobility.

AUTONOMOUS MOBILITY

years of international experience in autonomous driving consulting

>100

>9

customers worldwide and more than 300 successful AD projects



employees around the globe in the autonomous driving space

75%

of the employees are engineers and software developers We approach autonomous driving from many different perspectives. We understand the markets, know the players, but also have the technological know-how and the necessary software expertise.

Market & Strategy

- Go-to-market strategy
- Global market and competitive analysis for AD MaaS, TaaS & ownership
- MaaS & TaaS business model development incl. business case & TCO
- Competence analysis, assessment of "best-fit" partners
- (SDS) partnerships models and joint venture agreements
- AD shuttle / robotaxi and ADAS in-field testing & benchmarking

Technology & Regulation

- End-to-end architecture assessment and customization
- Cybersecurity, Functional Safety & SOTIF
- Regulation Implementation (AD SMS, SUMS & CSMS for SAE L3 & L4)
- Test Strategies & Management & Tool Confidence
- Sensor set evaluation and platform fortification strategies
- Support for Homologation (Type approval ODD and operation area)

Operations & Scaling

- AD Program Management incl. strategic setup, operations strategy, organizational build-up, project conduction & benchmarking
- Scaled Pilots: setup and management of runup schemes for AD pilot projects
- AD Product Lifecycle Management AD Logistics Concepts -Conceptualization of market-ready TaaS products

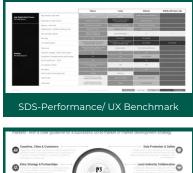


P3 autonomous mobility. Market & Strategy.

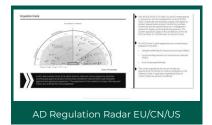
Introduction



Overview | Our market, strategy, and technology intelligence portfolio.

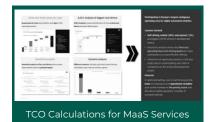
















AV Fleet Simulation (MaaS & Trucking)

	LA	2581	LAYER2	UV/ER2	LAYER 4	LODELS	LANDRO
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	Challenges & Tre	ends		-		Oppor	unities 🕜 —
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		and, polity with etco competencies	are required to cover the whole value chain	find its positi ecosylitiem i to its comp	coording ht	potential	tiles

Value Chain and Positioning Strategy

P3 AD market, strategy, and technology intelligence portfolio

Working closely with our Technology & Regulation and Operations & Scaling teams, we provide holistic market, competitor, and technology intelligence for your specific needs



Go-to-Market

Strategy & Playbook

Countries, Cities & Customers

Suggesting initial target countries and cities through a P3 city selection process, considering factors such as openness to innovation, consumer behavior, competitors, regulatory landscape, and market size.



Entry Strategy & Partnerships

Guidance on general market entry, including partnering with local companies, acquisitions, or establishing a local presence, with assessment and recommendations for potential partners.

Vehicle & Operations

Analysis of both city/government (e.g., inclusion) and fleet operator requirements (e.g., hub/service infrastructure, vehicle type), and passenger preferences (e.g., convenience vs. accessibility).

Economic Perspective

Elaboration of unit economics to ensure financial sustainability and profitability of L4 service, including reasonable revenue per ride, expected costs for fleet operations, fixed and variable costs

Data Protection & Safety

Guideline how to align data practices (e.g., with GDPR) and establish a clear framework for data sharing emphasizing privacy and compliance with local regulations

Local Authority Collaboration

Outlining of collaboration strategies with local authorities and communities, e.g., proactive engagement with relevant government bodies, PTA, and city officials

Regulatory Landscape
 Analysis of EU regulations, including type or
 operating area approval requirements and draft for
 a governance and process landscape model



Go-to-Market Timeline

Definition of a go-to-market timeline, considering lead times, for example for lobbying with local authorities, city tendering and city development process

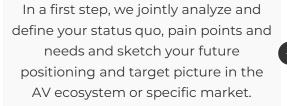
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Our AV Fleet Simulation Tool enables companies to select the most promising G2M cities and understand business related KPIs by simulating future AV fleets.

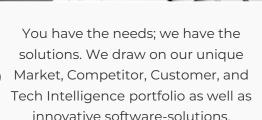


From a holistic demand analysis to your individual tailor-made strategy: we are the right partner for your market entry and expansion.



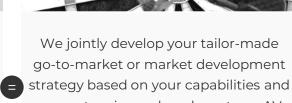






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P3 AD Market & Strategy Portfolio



Tailor-made Strategy





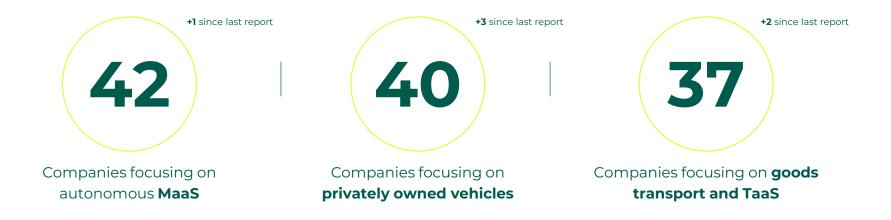
competencies and our long-term AV expertise.

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P3 AD Market Insights.

P3

Let's start: P3 AD Market Insights Introduction.

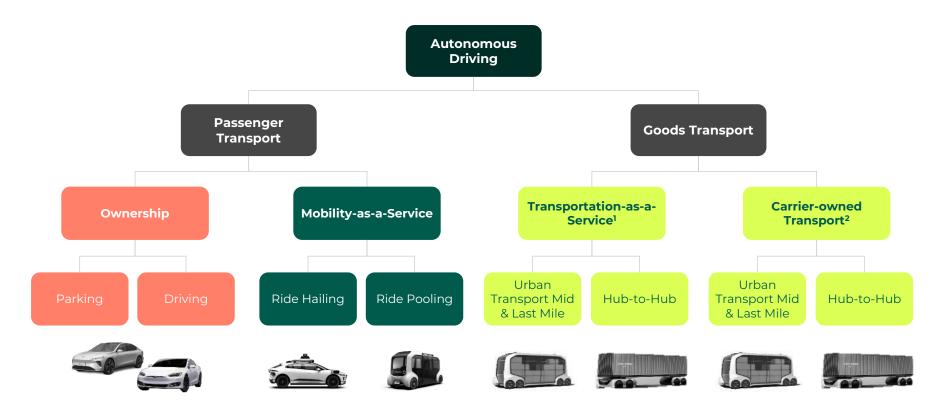


We analyze global Autonomous Driving value creation networks and ecosystems using Layer Models and provide overviews of MaaS, ownership & goods transport use cases

Based on their respective core business, we identify (strategic) partnerships, investments or acquisitions of specific market players and place them in the layer model. We focus on North America, Asia (China, Japan and Korea) and Europe

All **insights are based on publicly available sources**. Project knowledge or other **non-publicly available information is not considered**. Any image rights of logos or images shown here are held by the respective companies

Autonomous Driving Use Cases.



P3 AD MARKET INSIGHTS

What you'll find in this report.

1	Mobility-as-a-Service (MaaS)
	MaaS Intro
	MaaS NAR
	MaaS Asia
	MaaS Europe
2	Privately Owned Vehicles (POV)
	POV Intro
	POV NAR
	POV Asia
	POV Europe
3	Goods Transport & Transport-as-a-Service (TaaS)
	Goods Transport & TaaS Intro

Goods Transport & TaaS | Intro

Goods Transport & TaaS | NAR

Goods Transport & TaaS | Asia

Goods Transport & TaaS | **Europe**

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Mobility-as-a-Service.

Intro | Use Cases & Layer Description



MaaS | Use Cases

		Gated Area	Highway	Urban	Suburban	Rural
		Airport, factories, yards, harbors,	Highways, freeways,	City center, designated streets,	Federal highway, residential areas,	Rural roads, gravel road,
Ride Hailing	м	-	-	Robotaxi	Robotaxi	Robotaxi
	ML	low speed autonomous shuttle (<25km/h)	-	low sp	peed autonomous shuttle (<2	25km/h)
Ride	м	(private) robo shuttle		robo sł	nuttle	
Ride Pooling	L	(private) robo shuttle		robo sł	nuttle	
	XL	(private) robo bus		robo		

MaaS | Layer Model Description

LAYER 1	LAYER 2	LAYER 3	LAYER 4	LAYER 5	LAYER 6
Sensor Set / SoC / SW-Stack / Virtual Computing HW Driver	Self-Driving Ready Vehicle	Fleet Operations	Mobility & Platform Provider	Rider Experience / Content Provider	Infrastructure
Self-Driving System (SDS) is the sum of all necessary systems to realize self driving level 4 (SAE). Key functionalities are sensor data fusion, object detection, localization, prediction, environment interpretation, trajectory planning and actuator control. The HW stack includes sensors, SoC and computing platforms, for example, while the SW stack covers the virtual driver, among others.	Self-Driving Vehicles are considered L4 ready vehicles with an integrated and homologated SDS (sensors, computing hardware and software), which operate in a specific ODD (Operational Design Domain).	Fleet Operators potentially own, operate and maintain a fleet of self-driving vehicles. It may be necessary that a fleet operator is responsible for fleet intelligence functions and technical supervision. Therefore, Layer 3 covers both physical and digital fleet operations.	The Mobility Provider owns the user frontend. It is point of sale and provider of the primary communication and interaction channel with the user. Thus, it is responsible for pricing, ride planning, ride execution and important for the overall brand experience.	The Content Provider for Rider Experience owns a software platform that acts as middleware to service partners. Digital content (e.g., media), digital products (e.g., productivity tools) and digital services are part of this platform.	The service area and its infrastructure are core elements to enable an AD service. Infrastructure includes the vehicles' IT infrastructure (especially cloud services and backend), V2X technology and takes into account human behavior prediction in that specific scenery.

MaaS | Layer Model Description

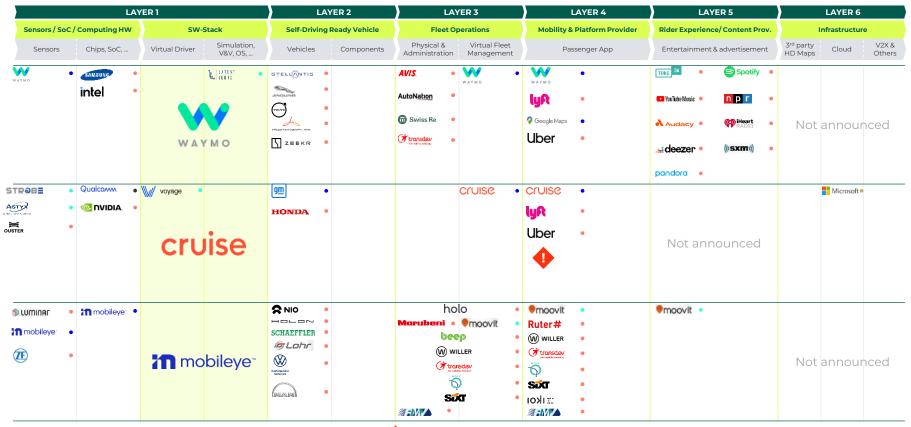
Exemplary tasks

LA	YER1	LAYER 2	LAYER 3	LAYER 4	LAYER 5	LAYER 6
Sensor Set / SoC / Computing HW	SW-Stack / Virtual Driver	Self-Driving Ready Vehicle	Fleet Operations	Mobility & Platform Provider	Rider Experience / Content Provider	Infrastructure
HW development	SW development	Design & development	Fleet financing	Customer app	In-vehicle advertisement	Localization
HW production	Simulation	Redundant chassis	Insurance	API (Layer 1-4)	Shopping	3 rd party HD maps
Sensor integration	Prediction	SDS integration	Concessions	Rider authentication	Education	V2X
Automotive approval	SDS licensing	SDV testing	Charging	Pricing	Working	Data communication
Sensor testing & approval	SW testing & approval	After sales	Maintenance & cleaning	Booking	Multimodal connectivity	Cloud infrastructure
Sensor fusion	HD mapping	Production	Backend (Layer 1-4)	Dynamic routing	Gaming	Service area
	Verification & validation	Logistics	Hub operations	Payment		
		Sales channel	Fleet Control Center (fleet steering and monitoring)	Ticketing		
		Homologation	Driver sideline activities	Marketing & Sales		
		Pricing		Customer support		
			Remote assistance Fleet intelligence (e.g., fleet &	Multimodal connectivity		
			ride optimization)			

Mobility-as-a-Service. NAR.

Partnering & Value Chain, Level 4 Target & Latest News





	LAY	YER 1		LAY	′ER 2		/ER 3		LAYER 4	LAYER 5)	LAYER 6	
Sensors / Soc	C / Computing HW	SW-	Stack	Self-Driving	Ready Vehicle	Fleet Op	perations	Mobility	y & Platform Provider	Rider Experience/ Content Prov.	1	nfrastructu	re
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	t	Passenger App	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X & Others
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HEBAI DOUSTER	• NVIDIA . •	Strio Al	ox	zoox •		Not ann	ounced	Z O O X amazon		Not announced			

	LAY	'ER 1			YER 2		YER 3		LAYER 4	LAYER 5	LAYER 6		
Sensors / SoC /	/ Computing HW	SW-	Stack	Self-Driving	Ready Vehicle	Fleet	Operations	Mobility	& Platform Provider	Rider Experience/ Content Prov.	1	nfrastructu	re
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	P	assenger App	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X & Other
, •		Mobility	Applied Intuition •	C TOYOTA	GENTEX •	Stantec 🔹	• ottopia • • Liftango • • deepen •	VIQ moovit spare Liftango	• • •	Not announced	Not	annoui	nced
ICK • STER • <i>NSO</i> •	intel •	PERRONE ROBOTICS	WIND •				Transit •	Not a	announced	Not announced			verizon
STER •	or Norda €	adas	STEC	KARSAN • VMC •		V9 ·	ottopia	Kolumbus	•	Not announced		aws	AECO

MaaS NAR 📕

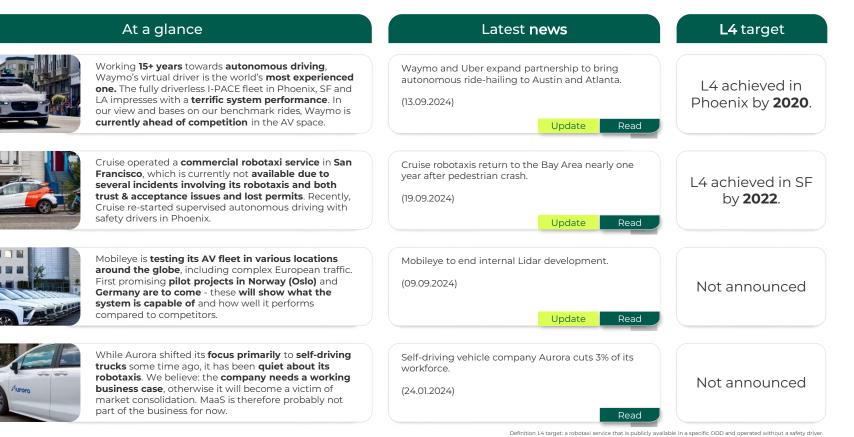
	LA	YER 1		LAY	YER 2		YER 3	LAYER 4	LAYER 5		LAYER 6		
Sensors / So	C / Computing HW	sw-	Stack	Self-Driving	Ready Vehicle	Fleet Op	perations	Mobility & Platform Provider	Rider Experience/ Content Prov.		nfrastructur	e	
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Passenger App	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X & Others	
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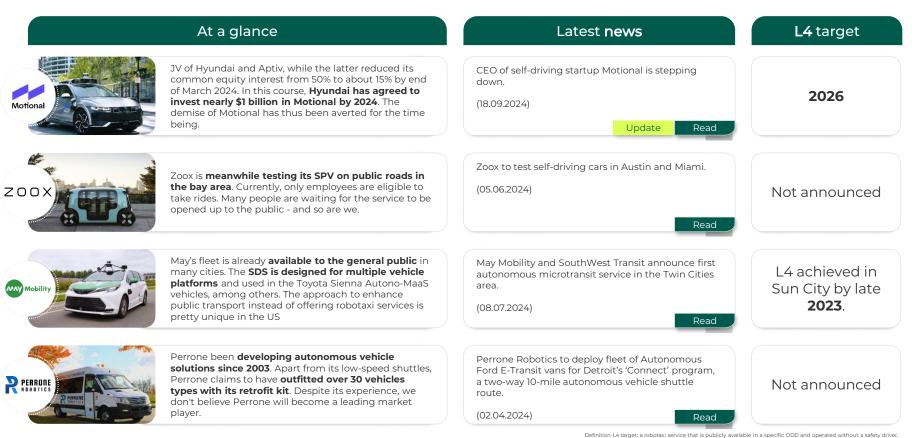
MaaS NAR

Cruise

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Auroro





	At a glance	Latest news	L4 target
ADASTEC	Unlike most MaaS providers, ADASTEC is not focusing on robotaxis but developing an AV stack for transit buses , which marks a USP in the market. ADASTEC has deployed buses in several locations including the US and Europe.	Karsan launches Autonomous e-ATAK for driverless public transport in Switzerland!. (19.08.2024) Update Read	Not announced
COAST	The company provides MaaS solutions for cities, theme parks, campuses, airports, rail yards, and other private sites. In the meantime, COAST seems to be focusing primarily on use cases other than passenger transport (e.g., harvesting, ports). However, transport currently seems to be the primary use case.	COAST Autonomous announces collaboration with the city of Winter Haven, Florida to explore deployment of autonomous transportation solutions. (30.03.2022) Read	Not announced

Mobility-as-a-Service. Asia.

Partnering & Value Chain, Level 4 Target & P3 Assessment



MaaS ASIA 🦉

)	L	AYER 1		LA	YER 2	LAYER 3		LAYER 4		LAYER 5	LAYER 6		
Sensors / SoC	/ Computing HW	SW	-Stack	Self-Driving	Ready Vehicle	Fleet C	perations	Mobility	& Platform Provider	Rider Experience/ Content Prov.		Infrastructure	e
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	P	assenger App	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X Othe
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bosense (Prida Horizon Robotics Lenovo 	e WeRide ★ 5 N ff ⊕ BOSCH				ය	WeRide • इ.स.स.ग	Contraction of the second	• • • • • • •	Not announced	Tencent Mill 4	● Tencent ₩₩ ●	
esal (Robotics	: • po	ny.ai	(*) TOYOTA (*) ***********************************		í	RELIARS BETTERR RETOLLCRQ •	PORY TIME Called Tables ComfortDell	crù	Not announced	NRVINED)		

MaaS ASIA 🦉

	LA	YER 1			/ER 2		(ER 3	LAYER 4	LAYER 5)	LAYER 6	
Sensors / So	C / Computing HW	SW-	-Stack	Self-Driving	Ready Vehicle	Fleet O	perations	Mobility & Platform Provider	Rider Experience/ Content Prov.		Infrastructure	e
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Passenger App	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X & Others
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MaaS ASIA



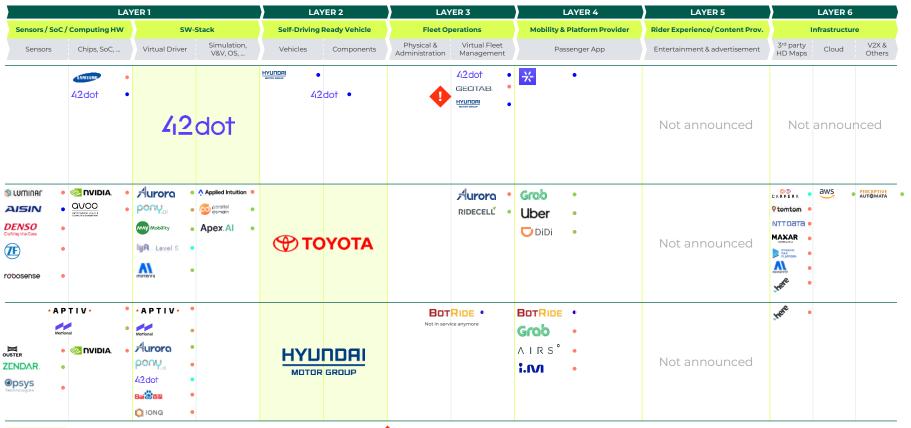
MaaS ASIA

		LAY	(ER 1		LAY	/ER 2	LAY	'ER 3		YER 4	LAYER 5		LAYER 6	
Sensors / So	oC / Computing	нw	SW	-Stack	Self-Driving	Ready Vehicle	Fleet Op	erations	Mobility & P	latform Provider	Rider Experience/ Content Prov.		nfrastructure	e
Sensors	Chips, Sc	юС,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Passe	enger App	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X & Others
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LAYER 1				LAYER 2		LAYER 3		LAYER 4	LAYER 5	LAYER 6		
Sensors / SoC / Computing HW		SW-9	Stack	Self-Driving Ready Vehicle		Fleet Operations		Mobility & Platform Provider	Rider Experience/ Content Prov.	Infrastructure		
Sensors Ch	nips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Passenger App	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X & Others
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MaaS ASIA 🔅 🔍



MaaS ASIA 🛛 🔍

		LAY	/ER 1		LAY	/ER 2	LAY	'ER 3	LAYER 4	LAYER 5	LAYER 6
	Sensors / SoC /	Computing HW	SW-S	itack	Self-Driving	Ready Vehicle	Fleet Op	erations	Mobility & Platform Provider	Rider Experience/ Content Prov.	Infrastructure
	Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Passenger App	Entertainment & advertisement	3rd partyCloudV2X &HD MapsOthers
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	At a glance	Latest news	L4 target
	Baidu Apollo has accumulated more than 100m km, holds permits for first fully driverless taxi service in CN and processed >6m autonomous ride orders by April 2024. Baidu is an absolute heavyweight in the Chinese AD market and, in our view, the current leading company in China.	Hesai Technology serves as supplier of Baidu Apollo sixth-generation Robotaxi's primary LiDAR. (17.07.2024) Read	L4 reached in Guangzhou by 2021
Wardo	WeRide was the first AD company in China to operate a fleet with >100 vehicles for AD testing and was permitted to fest fully driverless cars both in China and the USA . Considering >20mn autonomous kilometers, WeRide is among the strongest AD players. WeRide also offers L2+ solutions.	WeRide and Uber partner to bring autonomous vehicles to the Uber platform, beginning in the United Arab Emirates. (25.09.2024) Update Read	L4 reached in Guangzhou by 2022
ONY.	Pony.ai has driven >30mn testing and operations kilometers on urban roads & highways , holding permits to offer driverless rides in China and test its AVs in the US . Pony also offers L2+ solutions to OEMs. As the BC for AD MaaS will remain negative in the medium term, that's a reasonable move.	Pony.ai starts testing autonomous cars on Guangzhou's newly opened expressways. (04.09.2024) Update Read	L4 reached in Beijing and Guangzhou by 2023
voture entry outer	AutoX's focus is on China and the Asia Pacific markets. However, it also holds a permit to transport passengers on public roads in California. With a fleet of more than 1000 vehicles in China, AutoX is a leading player in this market.	AutoX's RoboTaxis allowed for unmanned passenger transport service in Shanghai. (08.07.2024) Read	L4 reached in Shenzhen by 2021

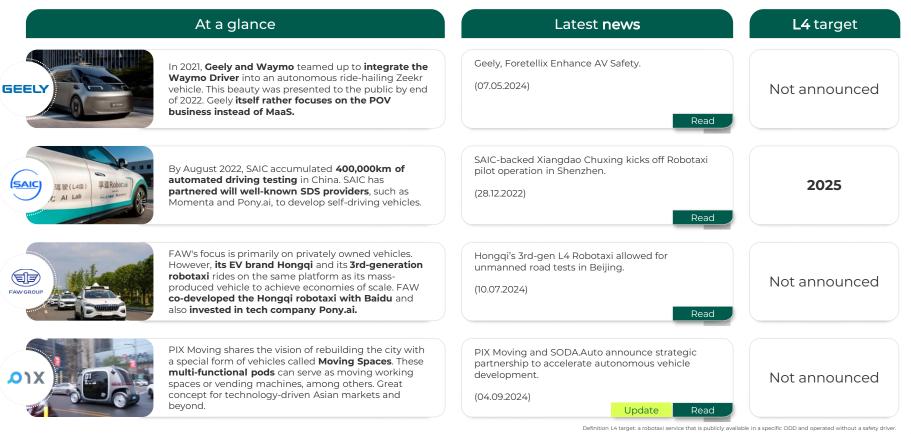


🔽 DiDi

Horizon Robotics

	At a glance	Latest news	L4 target
a 2 > p	following an 18-month suspension by the Chinese uthorities, Didi was permitted to sign up new users by 023. Its active user base was 500mn in 2020, receiving 40 bn trip requests daily . This means great market ower - however, it has become quiet around DiDi's AV livision .	DiDi Autonomous Driving, GAC AION's joint venture to launch first L4 commercial Robotaxi in 2025. (07.04.2024)	2025
C C Training P	DeepRoute claims to offer the most affordable SDS on the market. In the meantime, DeepRoute has overed 10 million autonomous kilometers on public oads by 09/23 and holds permission to carry passengers in China. The current focus seems to be ather on L2+ ADAS than robotaxis.	Vehicles powered by DeepRoute's end-to-end intelligent driving model to hit market in 2024. (18.03.2024)	2025
地 亚 线 b	Horizon Robotics now has partnerships with many vell-known OEMs and Tierls with whom they are bintly developing autonomous driving functions based on their Journey chip. It is therefore a very trong Al-chip market player, without focusing on leploying own robotaxi fleets.	Horizon Robotics, Chery advance collaboration on Journey 6 smart computing platform. (20.09.2024) Update Read	Not announced
T or r e s	DNTIME (Ruqi Mobility) was founded by GAC Group and iencent. Its business scope in terms of robotaxis is an operation platform including remote supervision, emote management, remote control and remote valuation. ONTIME integrates fleets from partners uch as GAC and Pony.ai and had a fleet of >280 ehicles by December 2023.	ONTIME starts commercial operations of Robotaxi in Zhuhai's Hengqin area. (10.09.2024) Update Read	Not announced



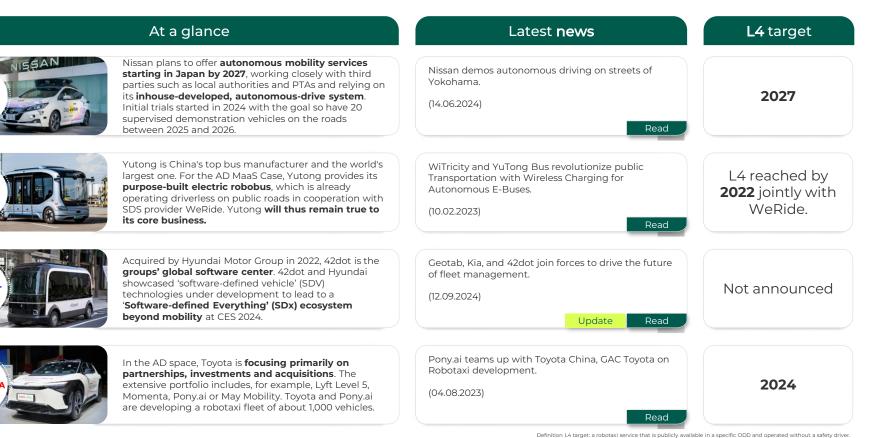


MaaS ASIA 🗰 💽 🗨

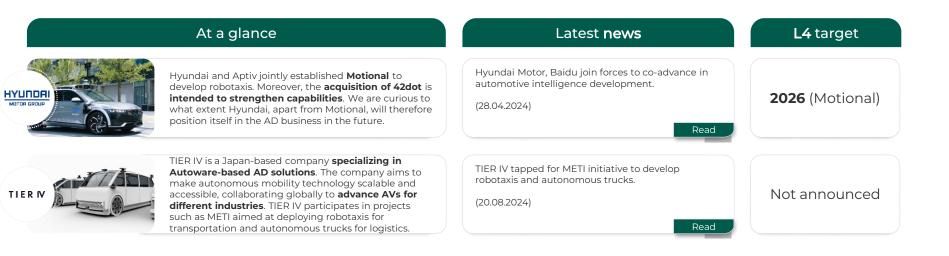
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Mobility-as-a-Service. Europe.

Partnering & Value Chain, Level 4 Target & P3 Assessment



	LAY	(ER 1			YER 2		'ER 3		YER 4	LAYER 5	LAYER 6		
Sensors / SoC /	Computing HW	sw-	Stack	Self-Driving	Ready Vehicle	Fleet Op	perations	Mobility & Pla	atform Provider	Rider Experience/ Content Prov.	1	nfrastructu	re
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Passer	nger App	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X 8 Other
20 m	obileye •	nobileye: •			nercial licles	мc	01.4 •	M017	•	Not announced	Not	annoui	nced
.uminar •	⊘ nvidia. ●	No further announcements	Apex.Al •	GEELY •	IV 9	Not anr	ounced	Uber •	•	Not announced	Ptomtom • NRPUNED > •		
20 m	obileye •	nobileye •		ninfanina.	Cognizant •	Носнвани	ep • Moin •	Всер Фноснвани МОІЛ <i>№ ±МТ</i> А	•	Not announced		valtech mobility	

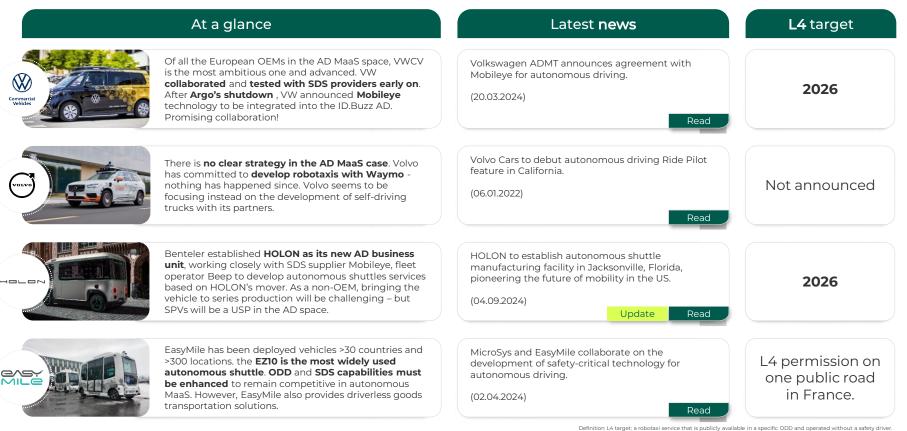
	LAY	(ER 1			/ER 2		YER 3		LAYER 4	LAYER 5		LAYER 6	
Sensors / SoC	C / Computing HW	SW-	Stack	Self-Driving	Ready Vehicle	Fleet O	perations	Mobility	& Platform Provider	Rider Experience/ Content Prov.		nfrastructur	re
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	F	Passenger App	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X 8 Other
Gontinental \$ STER 0 CEPTON' 0	Origination Origination Origination Origination Origination	ear Mile	Ansys ● Trust ⊠ soft ●	STELEONTIS Renault S IVECO			ottopia • DriveU.auto • Ministrationaria •		•	Not announced	Not	annour	nced
ster /aleo	• NVIDIA . •	ΝΟΙ	JYQ	houvo bluebur € tron-e	R3E •	Ke	DLIS • holo • ::PADAM •		•	Not announced	Not	annour	nced
SSAI	• NVIDIA . •	0)	Coogle Cloud	<pre>>bit Applied EV N E ∨ S </pre>	STREETDRON®	bpott bpo beep Bayanat X	STREETDRONE URINENIA JAS SEVEN	ocado beep	•	Not announced		Tencent 바내 •	

	LAY	YER 1			YER 2	LAY	ER 3		LAYER 4	LAYER 5		LAYER 6	
Sensors / SoC	/ Computing HW	SW-	Stack	Self-Driving	Ready Vehicle	Fleet Op	erations	Mobility	& Platform Provider	Rider Experience/ Content Prov.		nfrastructur	e
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Pa	assenger App	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X & Others
	⊗ nvidia. •		GRY OMOUS DEIVING	Otokar •		Series O		Not a	announced	Not announced	Not	annour	nced
2 mol	oileye: •	1 mobileye:		M		\$A	IVG •	ΘΜΥΥ	•	Not announced	Not	annour	nced
E FER •		💪 au	vetech	💪 auvetech •	۲		AMATHE VALUE VAL	воро	•	Not announced			NET MO

	LA	/ER 1		LA	YER 2	LAYI	ER 3	LAYER 4	LAYER 5		LAYER 6	
Sensors / SoC /	Computing HW	SW-	Stack	Self-Driving	Ready Vehicle	Fleet Ope	erations	Mobility & Platform Provider	Rider Experience/ Content Prov.		Infrastructur	e
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Passenger App	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X & Others
10 ma	obileye •	nobileye: •			rne	ver	ne •	verne •	Not announced		annour	
VAVRIDE •	⊗ NVIDIA. •	4 √∧ V	RIDE			Not ann	ounced	Not announced	Not announced	Not	annour	nced
Not anr	ounced	WeRide XXXX WAYMO		Rer Gro	ault up	Not ann	ounced	Not announced	Not announced	Not	annour	nced

		LA	YER 1		LA	YER 2	LAY	/ER 3	LAYER 4	LAYER 5	LAY	YER 6
Sei	nsors / SoC /	Computing HW	SW-9	Stack	Self-Driving	g Ready Vehicle	Fleet O	perations	Mobility & Platform Provider	Rider Experience/ Content Prov.	Infras	tructure
	Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Passenger App	Entertainment & advertisement	3 rd party HD Maps CI	oud V2X & Others
	2 mc	obileye [.] •	nobileye: •			SCHAEFFLER	Not anr	nounced	Not announced	Not announced	Not ani	nounced
	Not ann	ounced	mo	tOſ	OMNICAR	Motor •	Not anr	nounced	Motor •	Not announced	Not ani	nounced

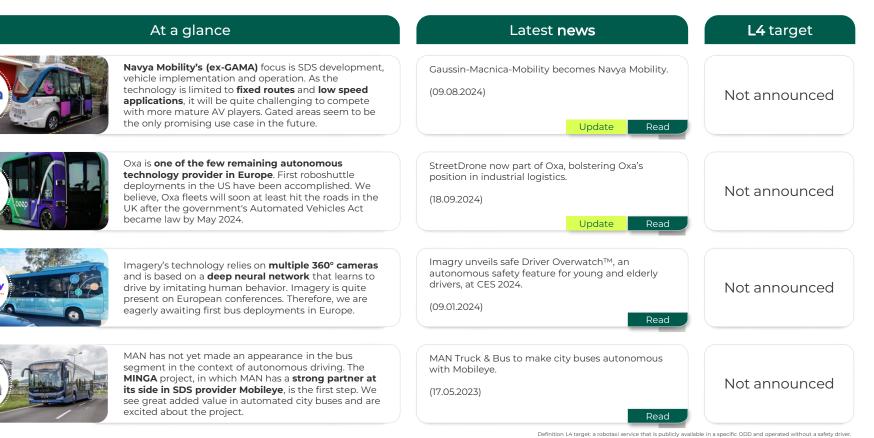




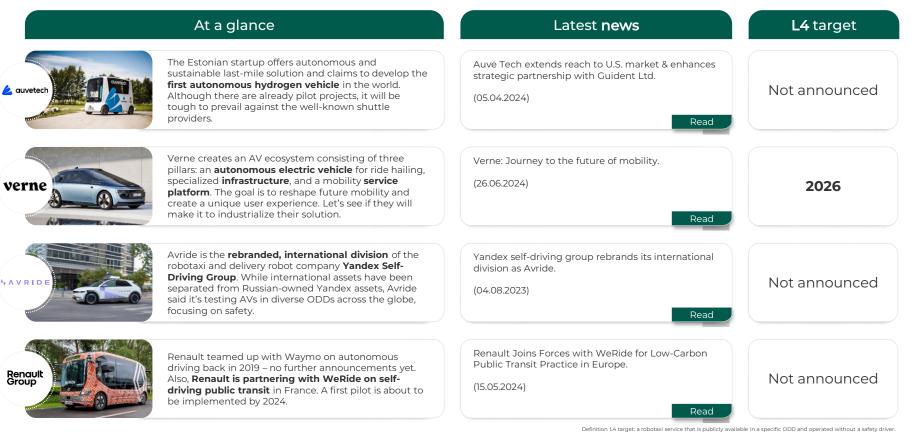


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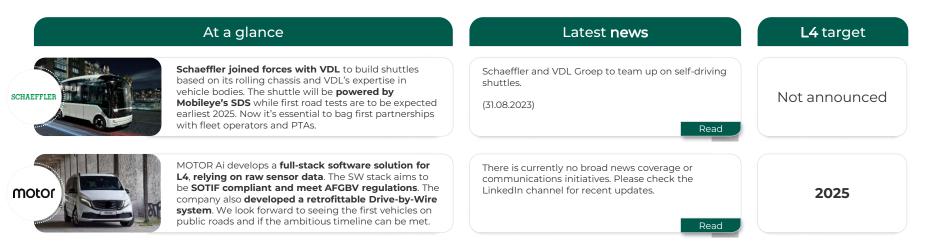
OXC











Privately Owned Vehicles.

Intro | Use Cases & Layer Description



Privately Owned Vehicles | Use Cases

P 3

		Private Ground	Highway	Urban	Suburban	Rural
		Airport, factories, yards, harbors,	Highways, freeways,	City center, designated streets,	Federal highway, residential areas,	Rural roads, gravel road,
2014	Parking	home yard parking (L4)	-	self parking pilot car park (L4), urban self parking (L5)		place (L4) [e.g., supermarket], king (L4)
POV	Driving	-	pilot (L2+), pilot (L3), chauffeur (L4)	urban highway/ring roads pilot (L2+ - L3), city chauffeur (L4)	commuter pilot (L	3/L4) , chauffeur (L4)

POV | Layer Model Description

LAY	′ER1	LAYER 2	LAYER 3	LAYER 4
Sensor Set / SoC / Computing HW	SW-Stack / Virtual Driver	Self-Driving ready Vehicle	Infrastructure	
Self-Driving System (SDS) is systems to realize self driving Key functionalities are sensor detection, localization, predict interpretation, trajectory plan The HW stack includes sensor platforms, for example, while virtual driver, among others.	level 4 (SAE). data fusion, object tion, environment ning and actuator control. rs, SoC and computing	Self-Driving Vehicles (SDV) are considered L4 ready vehicles with an integrated and homologated SDS (sensors, computing hardware and software), which operate in a specific ODD (Operational Design Domain).	Rider Experience owns a software platform that acts as middleware to service partners. Digital content	The service area and its infrastructure are core elements to enable an AD service. Infrastructure includes the vehicles' IT infrastructure (especially cloud services and backend), V2X technology and takes into account human behavior prediction in that specific scenery.

POV | Layer Model Description

P3

Exemplary tasks

LA	YER1	LAYER 2	LAYER 3	LAYER 4
Sensor Set / SoC / Computing HW	SW-Stack / Virtual Driver	Self-Driving ready Vehicle	Rider Experience / Content Provider	Infrastructure
HW development	SW development	Design & development	TV & streaming	Localization
HW production	Simulation	Redundant chassis	Shopping	3 rd party HD maps
After sales	Prediction	SDS integration	Education	V2X (e.g., cellular, satellite,
Automotive approval	SDS licensing	SDV testing	Working	WIFI) Cloud infrastructure
Sensor testing & approval	SW testing & approval	After sales	Gaming	Teleoperations
	HD mapping	Production		Human behavior prediction
	Verification & validation	Logistics		Service area
		Sales channel		
		Homologation		
		Pricing		

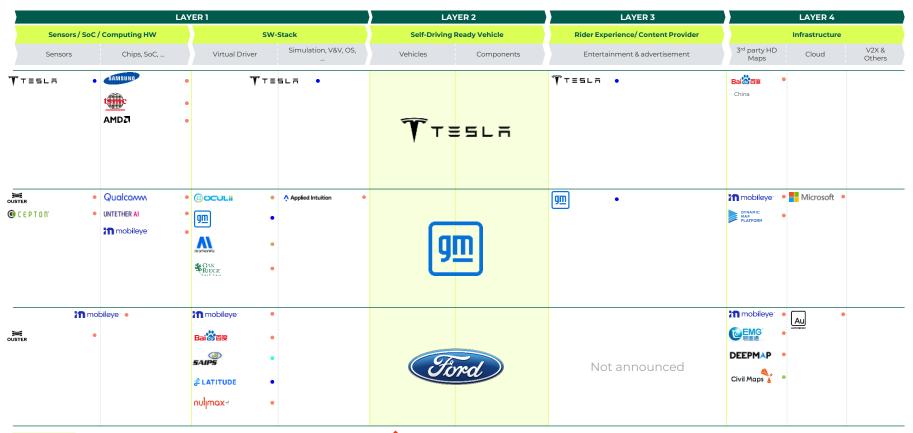


Privately Owned Vehicles. NAR.

Partnering & Value Chain, Level 4 Target & Latest News



POV NAR

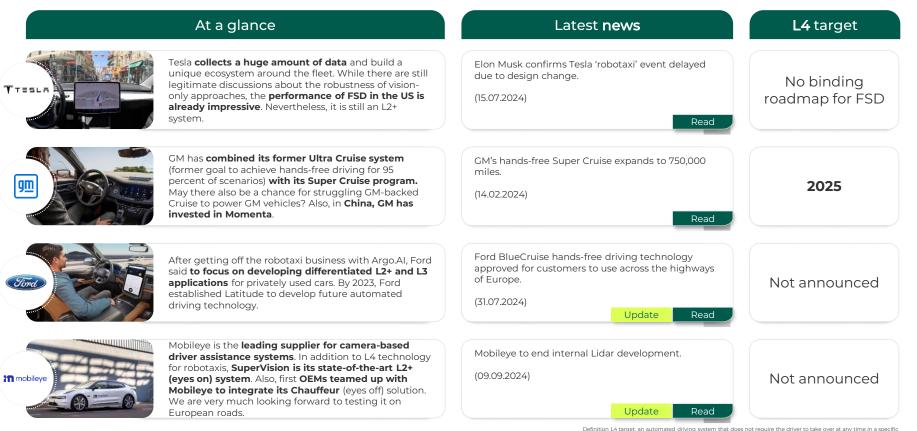


POV NAR

	LA	YER 1	LAYER 2	LAYER 3	LAYER 4
Sensors/	SoC / Computing HW	SW-Stack	Self-Driving Ready Vehicle	Rider Experience/ Content Provider	Infrastructure
Sensors	Chips, SoC,	Virtual Driver Simulation, V&V, OS 	S, Vehicles Components	Entertainment & advertisement	3 rd party HD Cloud V2X & Others
ז ז mobileye Valeo	• Yn mobileye: •			Not announced	VOLKSWADEN DROUP •
OUSTER	° ⊘ nvidia . •	helm.ai	HONDA	Not announced	Not announced
Entirental 5 BOSCH	o INVIDIA . ●			Not announced	Not announced

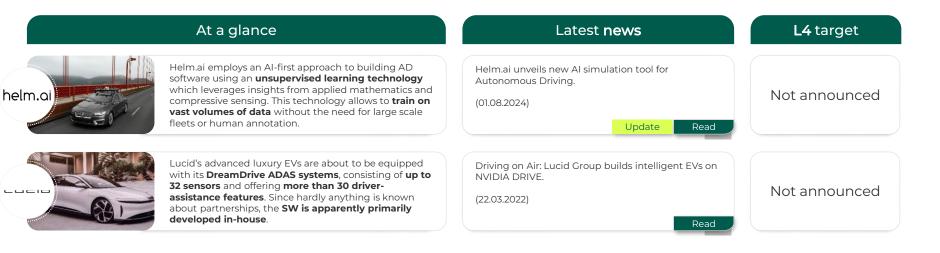
Core Business 😑 Partnership or supplier deal 👋 Investment 🔵 Acquisition 🔵 Parent / Subsidiary 🔶 Update

POV NAR



Definition L4 target: an automated driving system that does not require the driver to take over at any time in a specific ODD. Hands-off, eyes-off, brain-off.

POV NAR



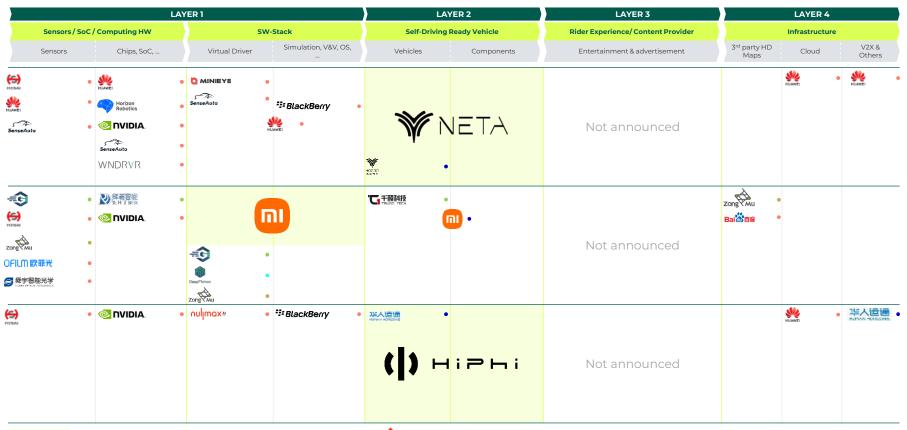
Privately Owned Vehicles. Asia.

Partnering & Value Chain, Level 4 Target & Latest News

		LAY	ER 1) L	AYER 2	LAYER 3	LAYER 4		
Senso	ors / SoC / Computing HW		SW-Stack	Self-Drivin	g Ready Vehicle	Rider Experience/ Content Provider	Infrastruc	ture	
Sensors	rs Chips, SoC,		Virtual Driver Simulation, V&V, OS, 	Vehicles	Components	Entertainment & advertisement	3 rd party HD Maps Cloud	V2X & Others	
S AI	• 📀 NVIDIA.	•				uleal •	Tencent 腾讯 •	Qualconw	
BOSCH		•		2	NIO	Qualcomm •			
	•								
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VISION	• 📀 NVIDIA.	•	×PENG•			Qualcomm •		•	
	• ×PENG	•							
obosense	•			× P	ENG	Not announced			
Ontinental 3	•								
BOSCH	•								
	mobileye [.]		mobileye [.]				mobileye [.] •		
robosense	• 📀 NVIDIA.	•			ZEEKR				
				GEELY	•	Not announced			



			LAY	ER 1)	LAYER 2	LAYER 3	LAY	LAYER 4		
Sensors/	/ SoC / C	Computing HW		SI	W-Stack	Self-Driv	ing Ready Vehicle	Rider Experience/ Content Pro	ovider Infrast	ructure		
Sensors		Chips, SoC,		Virtual Driver	Simulation, V&V, OS, 	Vehicles	Components	Entertainment & advertisem	ent ^{3rd} party HD Clo Maps Clo	ud V2X & Others		
LUMINAL	•	芯驰 SemiDrive	•	Annone Comence	•	<i>'\\</i> .	•		📶 mobileye [.] 🔸	ZTE		
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S AI	•	📀 NVIDIA.	•	Li	Li Auto •				🗾 高德拉图 ●			
BOSCH	•	Horizon Robotics	•	Q 轻舟智航 QCRAFT	•							
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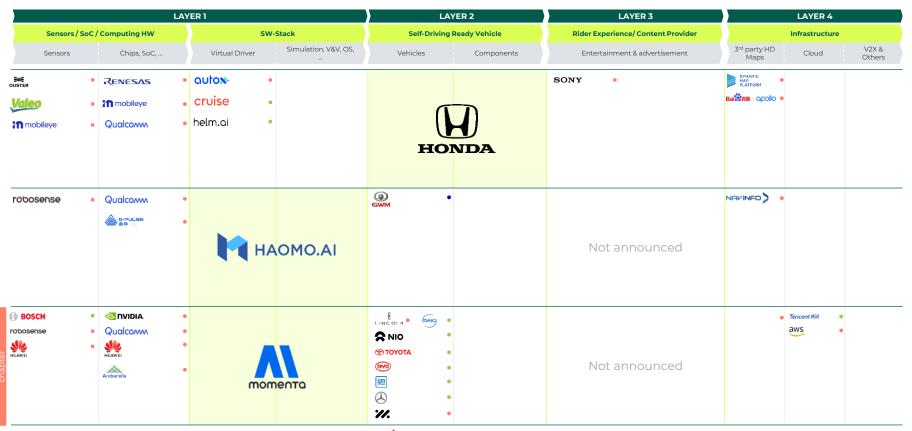
P3

LAYER 1				LAYER 2		LAYER 3		LAYER 4		
Sensors / SoC / Computing HW		SW-Stack		Self-Driving Ready Vehicle		Rider Experience/ Content Provider	Infrastructure			
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS, 	Vehicles	Components	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X & Other	
bosense	• Cambricon 寒武紀科技	• Bai de 百度	•					QUEC	TEL	
	• Horizon Robotics	• nulimox=	•	E						
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obileye [.]	Horizon Robotics	• 							-	
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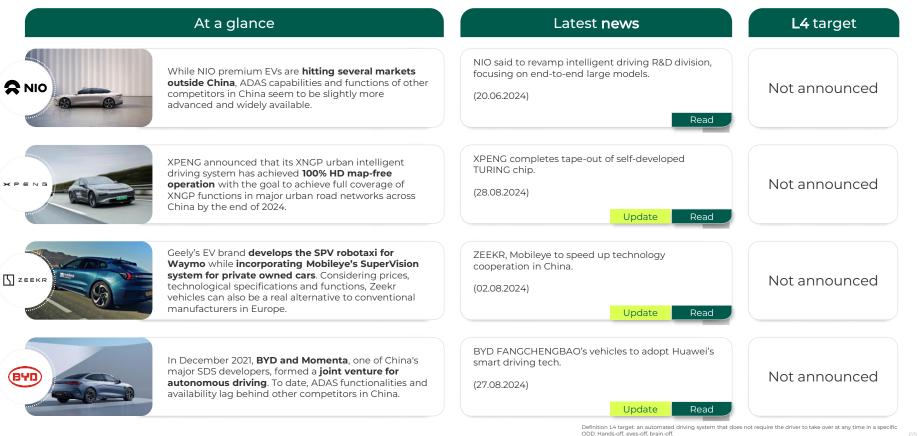








	LAYER 1				LAYER 2		LAYER 3	LAYER 4		
	Sensors / SoC / Computing HW		SW-Stack		Self-Driving Ready Vehicle		Rider Experience/ Content Provider	Infrastructure		e
	Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS, 	Vehicles	Components	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X & Others
	robosense • Ambarella		LOTU ROBO	S DTICS	GEELY LINK&CO	•	Not announced		LOTUS ROBOTICS	•

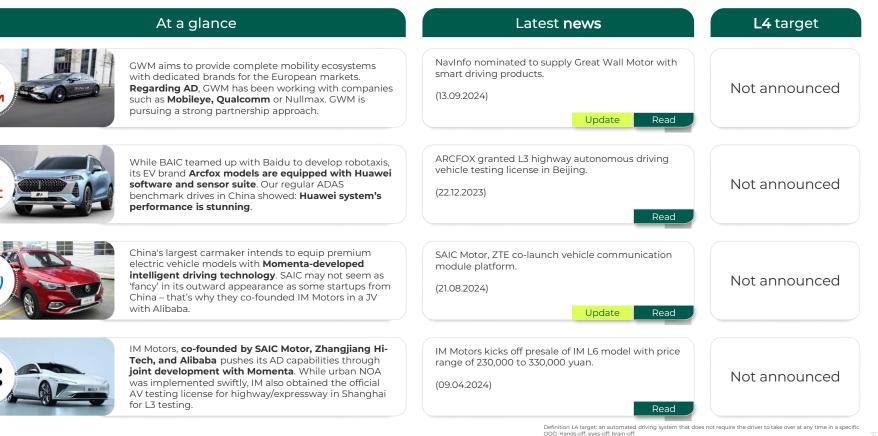


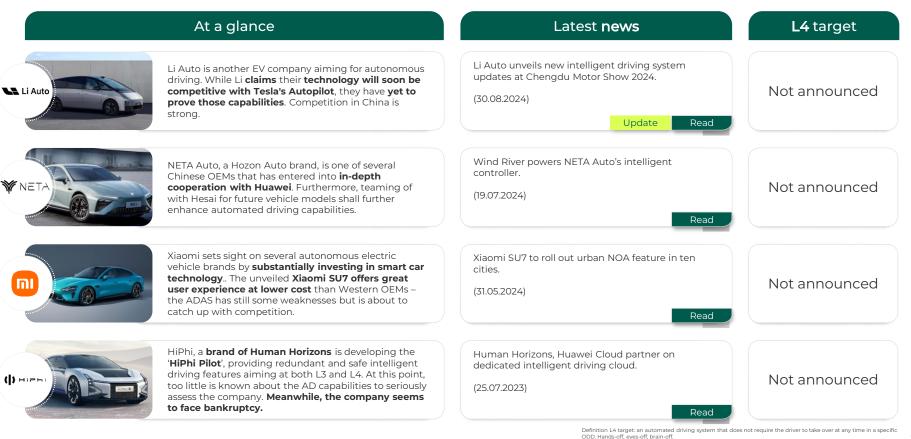
POV ASIA

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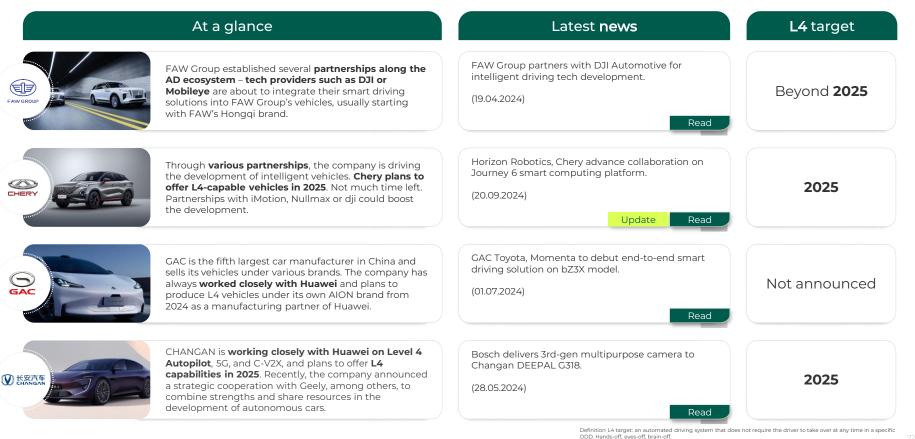




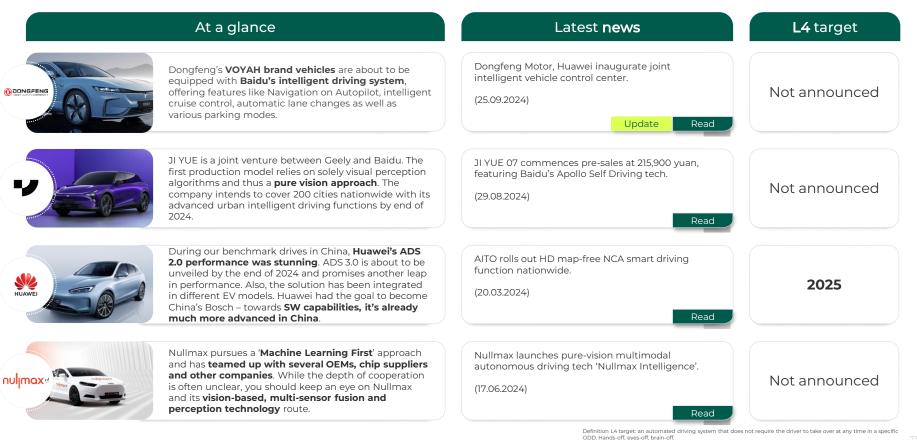
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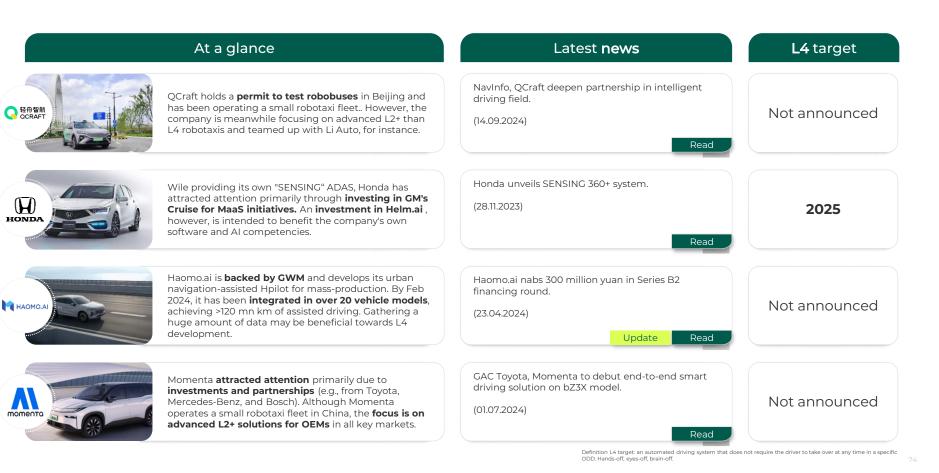
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POV ASIA



POV ASIA



POV ASIA

LOTUS ROBOTICS

L4 target At a glance Latest news Lotus Robotics, the intelligent driving arm of Lotus Lotus deploys Ambarella's Oculii™ AI 4D Imaging Technology, provides comprehensive intelligent driving Radar technology in L2+ semi-autonomous systems solutions, including advanced platform software, cloud for Eletre SUV and Emeya Hyper-GT Electric Not announced toolchains, and operation solutions. While the company vehicles. may be relatively unknown in Europe and the USA, its AD capabilities are seen by local experts as among (24.09.2024) Read the best in the Asian market

Definition L4 target: an automated driving system that does not require the driver to take over at any time in a specific ODD. Hands-off, eyes-off, brain-off.

Privately Owned Vehicles. Europe.

Partnering & Value Chain, Level 4 Target & Latest News



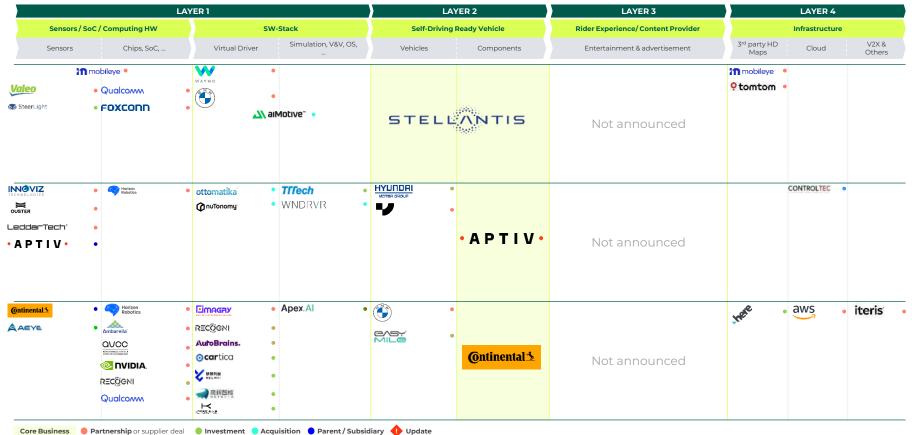
PARTNERING & VALUE CHAIN

POV EUROPE

	L	AYER 1		LAYER 2		LAYER 3		LAYER 4		
Sensors/	Sensors / SoC / Computing HW		SW-Stack		Self-Driving Ready Vehicle Rider Experience/ Content Prov			Infrastructure	•	
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS, 	Vehicles	Components	Entertainment & advertisement	3 rd party HD Maps	Cloud	V2X & Others	
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	mobileye [.]		• Tffech •	VOLKSWAG	SEN GROUP	Not announced				
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		Horizon Robotics	 Applied Intuition 				NIRA	•		
		BOSCH	•							

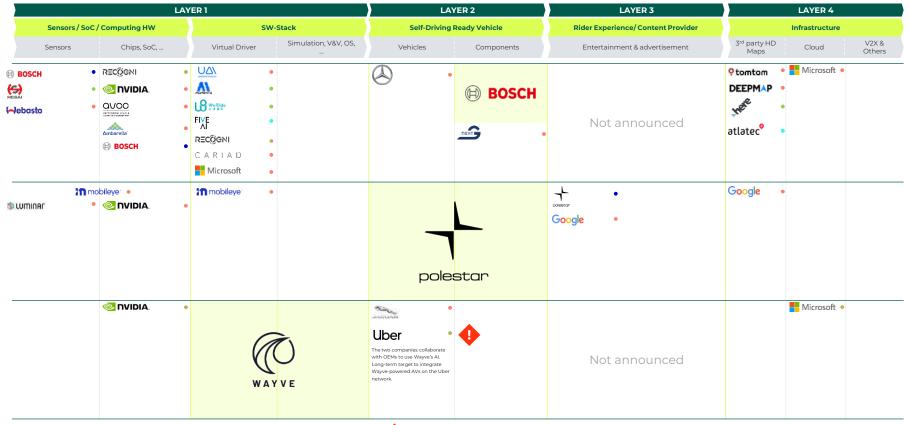
PARTNERING & VALUE CHAIN

POV EUROPE

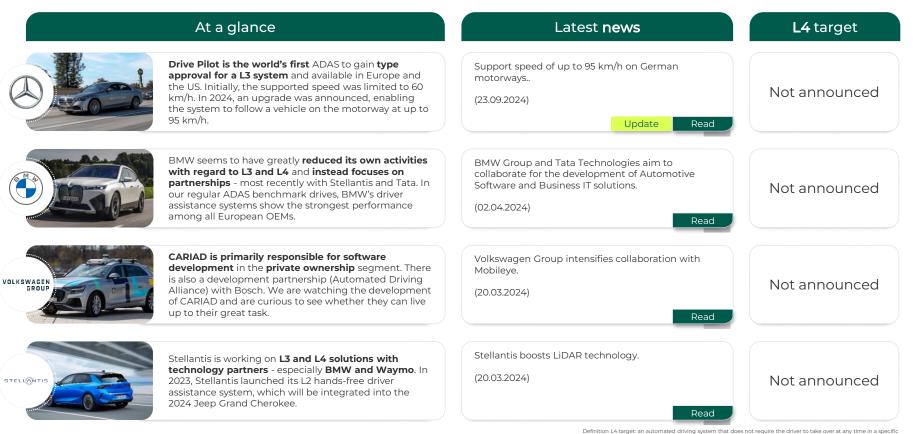


PARTNERING & VALUE CHAIN

POV EUROPE



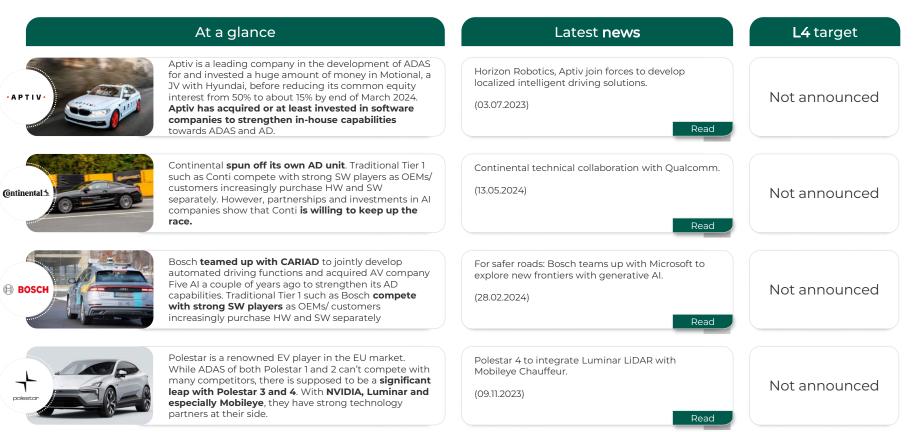
POV EUROPE



Definition L4 target: an automated driving system that does not require the driver to take over at any time in a specific ODD. Hands-off, eyes-off, brain-off.

POV EUROPE

APTIV



Definition L4 target: an automated driving system that does not require the driver to take over at any time in a specific ODD. Hands-off, eyes-off, brain-off.

POV EUROPE

At a glance



Wayve does **not rely on HD maps** and **hand-coded rules** but **focuses on its deep and self-learning AI technology** based on cameras. The company raised \$1bn in 2024 to take its Tesla-like technology for selfdriving to many carmakers. This approach is different compared to Tesla.

Latest news	L4 target
UK's Wayve secures strategic investment from Uber to further develop self-driving tech. (29.08.2024) Update Read	Not announced

Goods Transport & TaaS.

Intro | Use Cases, Market Insights & Layer Description



Goods Transport & TaaS | Use Cases

P 3

			A			×
		Gated Area	Highway	Urban	Suburban	Rural
		Airport, factories, yards, harbors,	Highways, freeways,	City center, designated streets,	Federal highway, residential areas,	Rural roads, gravel road,
	s	last mile delivery	-	last mile delivery	last mile delivery	last mile delivery
Transport		automated yards, e.g., intralogistics trucks (L4)	-	hub-and-spoke robo transporter	hub-and-spoke robo transporter	robo transporter
	XL	automated yards, e.g., intralogistics trucks (L4)	hub-to-hub self-driving truck	-	-	-
Platooning		automated yards, e.g., intralogistics trucks (L4)	hub-to-hub self-driving truck	-	-	-
Offroad		e. g. snow clearing (L4), rob harvesters	-	e. g., street sweeping machines (L4)	e. g., street sweeping machines (L4)	e.g., robo tractor

Automated Yards



Transportation within gated areas, yards, hub or similar confined areas



Hub-to-Hub

Hub-to-hub transportation between logistic hubs incl. drayage run

Hub-and-Spoke

T

A

Hub-and-spoke transportation from a hub to different spokes incl. drayage runs

Robo Transporter

Robotransporter

Free float autonomous transport vehicles & other use cases such as shuttles

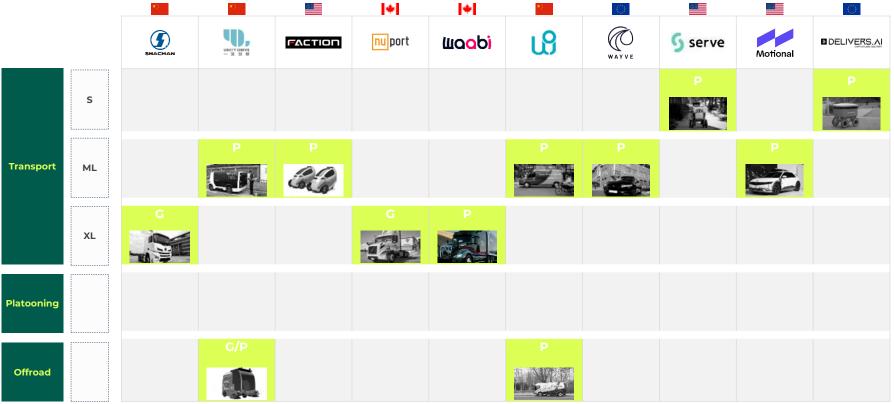
Goods Transport & TaaS | Longlist

			*0					*)			$\langle O \rangle$
		WAYMO	tu simple	Aurora	DAIMLER TRUCK	nuro	- → Plus	🚭 KARGOBOT	TRATON	S einride	Volvo
	s										
Transport	ML					P				G/P	
	XL	P	P	P	P	P		P	P		P
Platooning					P			P	P		P
Offroad					P				G/P		G

Activities No activities Stopped activities G=Gated Area P=Public Area













Goods Transport & TaaS | Layer Model Description

LAY	ER1	LAYER 2	LAYER 3	LAYER 4	LAYER 5
Sensor Set / SoC / Computing HW	SW-Stack / Virtual Driver	Self-Driving ready Vehicle	Fleet, Hub & Tele Operations	Transport & Platform Provider	Infrastructure
Self-Driving System (SD necessary systems to real (SAE). Key functionalities are seed detection, localization, pre- interpretation, trajectory control. The HW stack includes see computing platforms, for SW stack covers the virtue others.	ize self driving level 4 nsor data fusion, object ediction, environment planning and actuator ensors, SoC and example, while the	Self-Driving Vehicles (SDV) are considered L4 ready vehicles with an integrated and homologated SDS (sensors, computing hardware and software), which operate in a specific ODD (Operational Design Domain).	Fleet Operators potentially own, operate and maintain a fleet of self-driving vehicles. It may be necessary that a fleet operator is responsible for fleet intelligence functions and technical supervision or remote assistance . In case of TaaS the fleet operator may also be responsible for hub operations. Therefore, Layer 3 covers both physical and digital fleet operations.	Transport providers (i.e., carriers) carry goods from shippers (e.g., grocery stores) to B2B or B2C customers using autonomous vehicles. Freight matching may be executed by Platform providers that connect shippers and carriers or transport demand and supply. They are responsible for order management or disposition planning based on data analysis	The service area and its infrastructure are core elements to enable an AD service. Infrastructure includes the vehicles' IT infrastructure (especially cloud services and backend), V2X technology and considers human behavior prediction in that specific scenery.

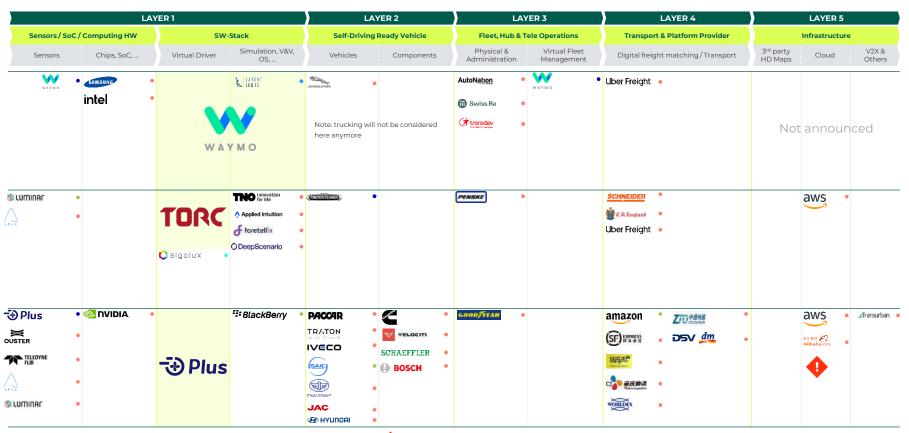
and simulation.

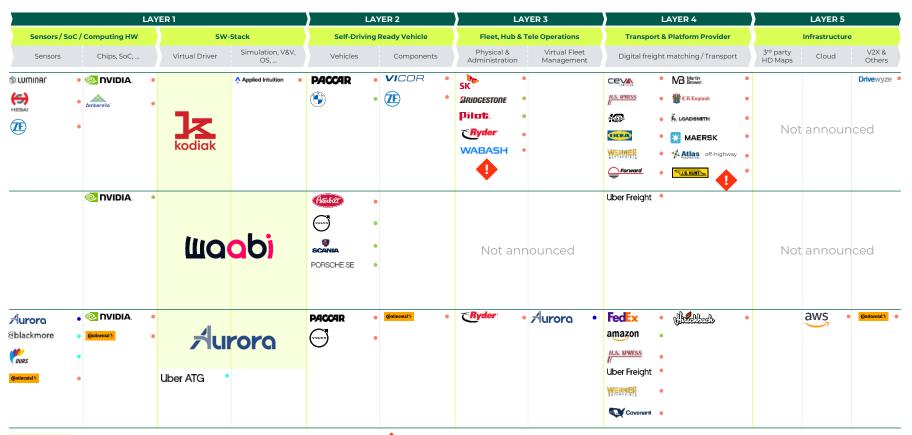
Goods Transport & TaaS | Layer Model Description

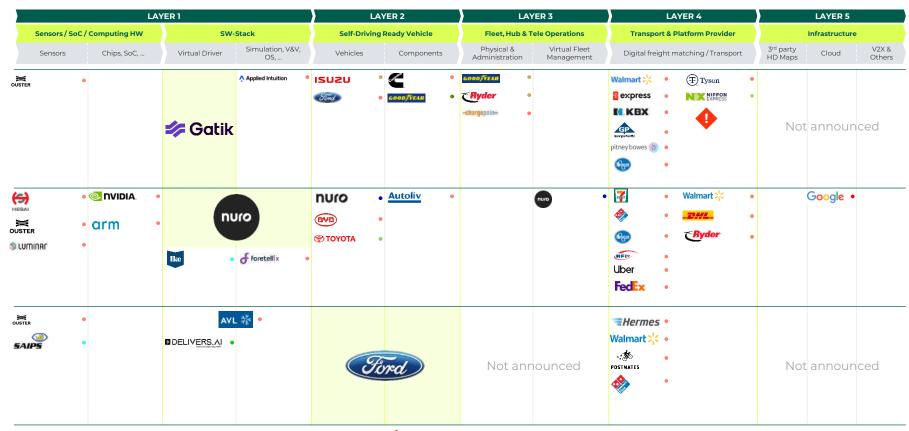
Exemplary tasks

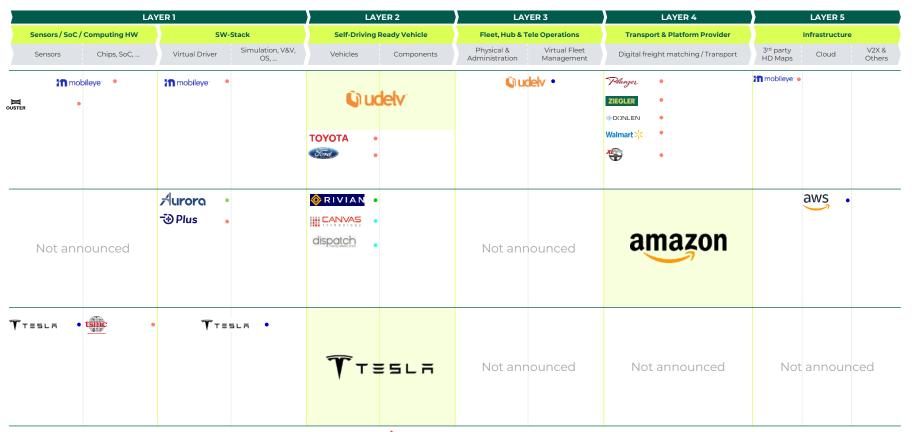
LA	YER1	LAYER 2	LAYER 3	LAYER 4	LAYER 5	
Sensor Set / SoC / Computing HW	SW-Stack / Virtual Driver	Self-Driving ready Vehicle	Fleet, Hub & Tele Operations	Transport & Platform Provider	Infrastructure	
HW development	SW development	Design & development	Fleet financing	Logistics platform	Localization	
HW production	Simulation	Redundant chassis	Insurance	Interface connection	3 rd party HD maps	
After sales	Prediction	SDS integration	Fleet depot	Disposition planning	V2X (e.g., cellular, satellite, WIFI) Cloud infrastructure	
Automotive approval	SDS licensing	SDV testing	Cleaning	Fleet Intelligence (e.g., fleet & ride optimization)		
Sensor testing & approval	SW testing & approval	After sales	Maintenance	Order management	Service area	
	HD Mapping	Production	Backend (Layer 1-4)	Booking	Service area	
	Verification & validation	Logistics	Concessions	Routing		
		Sales channel	Fleet Control Center	Pricing		
		Homologation	Teleoperations	Payment		
		Pricing		Customer service		
			Driver sideline activities	Authentication (delivery services)		
		unit in the second seco	Hub Operations Driver sideline activities	Authentication (delivery		

Partnering & Value Chain, Level 4 Target & Latest News

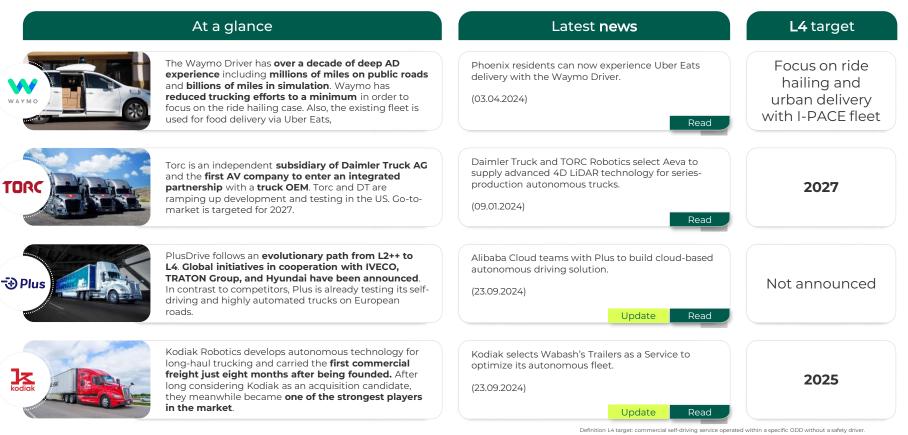


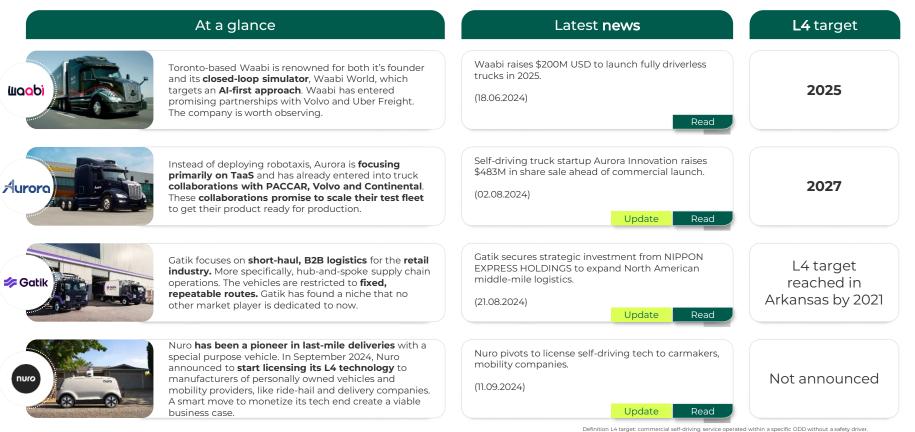






	AYER 1	LAYER 2	LAYER 3	LAYER 4	LAYER 5	
Sensors / SoC / Computing HW	SW-Stack	Self-Driving Ready Vehicle	Fleet, Hub & Tele Operations	Transport & Platform Provider		
Sensors Chips, SoC,	Virtual Driver Simulation, V&V, OS,	Vehicles Components	Physical & Virtual Fleet Administration Management	Digital freight matching / Transport	3 rd party Cloud V2X HD Maps Othe	
Whale Dynamic • Whale Dynamic AV stack consists of 3rd party HW	What? dynamic •	• X۱ ۵	⊻zeeba •	III robomart		
				AVERY DENNISON ®	Not announced	
Not announced	Catik driveblocks	ISUZU • DAIMLER TRUCK • TR/.TON •	Not announced	Not announced	Not announced	
notumbuned		S einride •	Hot uniformed	not announced		

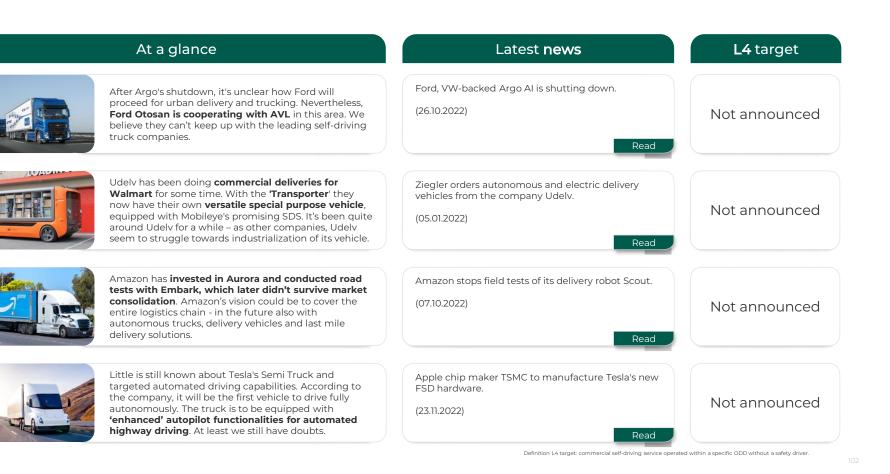




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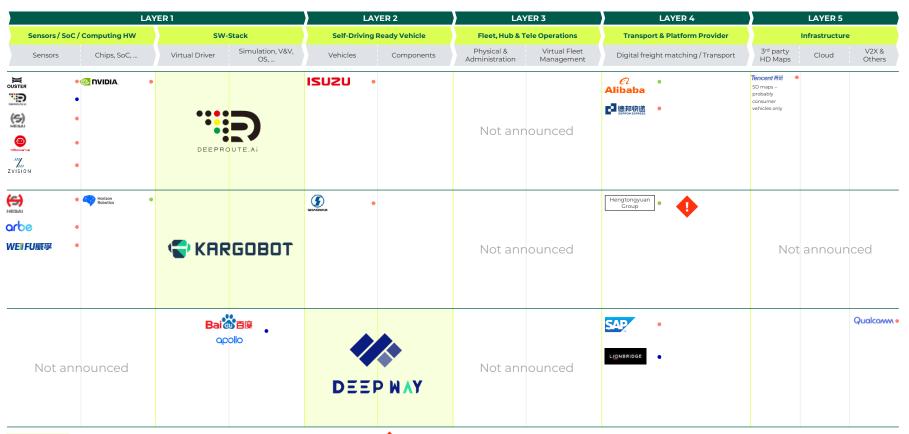
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Goods Transport & TaaS. Asia.

Partnering & Value Chain, Level 4 Target & Latest News



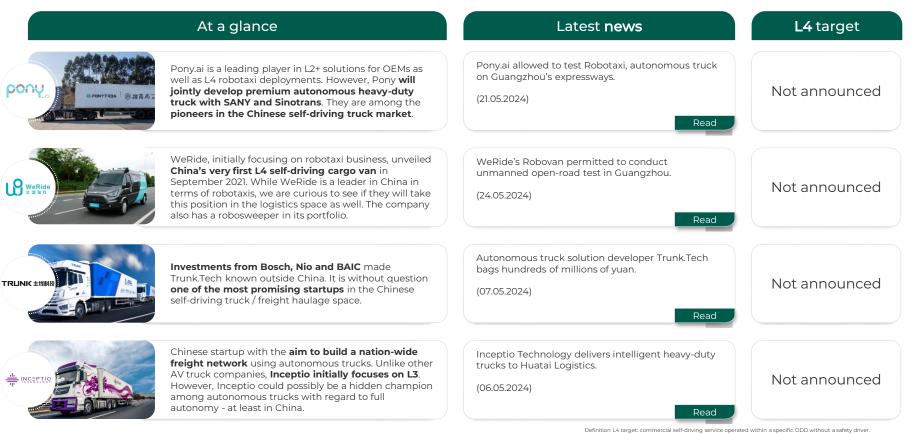




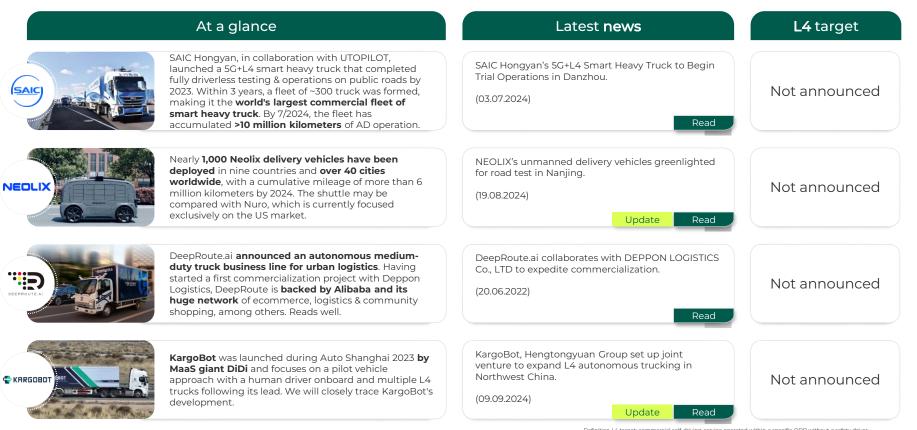
Goods Transport & TaaS ASIA 💹 💻

	LA	YER 1		LAYER 2		LAY	/ER 3	LAYER 4	LAYER 5	
Sensors / S	Sensors / SoC / Computing HW		SW-Stack		Self-Driving Ready Vehicle		ele Operations	Transport & Platform Provider	Infrastruc	ture
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Digital freight matching / Transport	3 rd party HD Maps Cloud	V2X & Others
	• 🐼 NVIDIA. •	tu simple			5	€000/FTAR € Ryder • II Hillwood •		Not announced	aws	•
	DENSO Contractor Care OTSL TIER IV	driveblocks	r iv	ISUZU Micabili Corporation		Not anr	nounced	Not announced	Not anno	unced

Goods Transport & TaaS ASIA

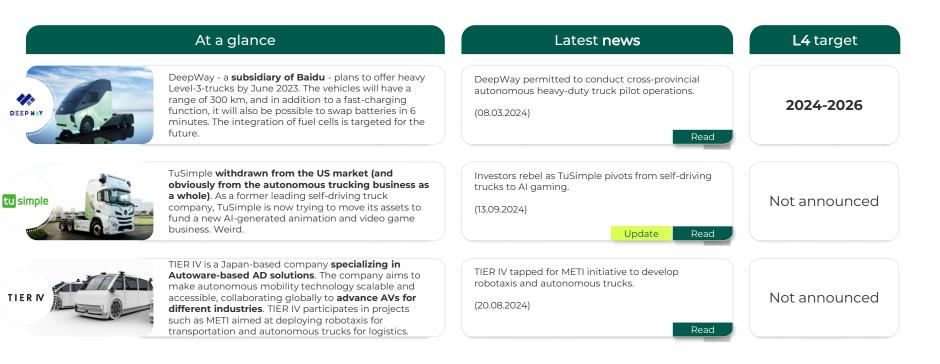


Goods Transport & TaaS ASIA



Definition L4 target: commercial self-driving service operated within a specific ODD without a safety driver.

Goods Transport & TaaS ASIA



Goods Transport & TaaS. Europe.

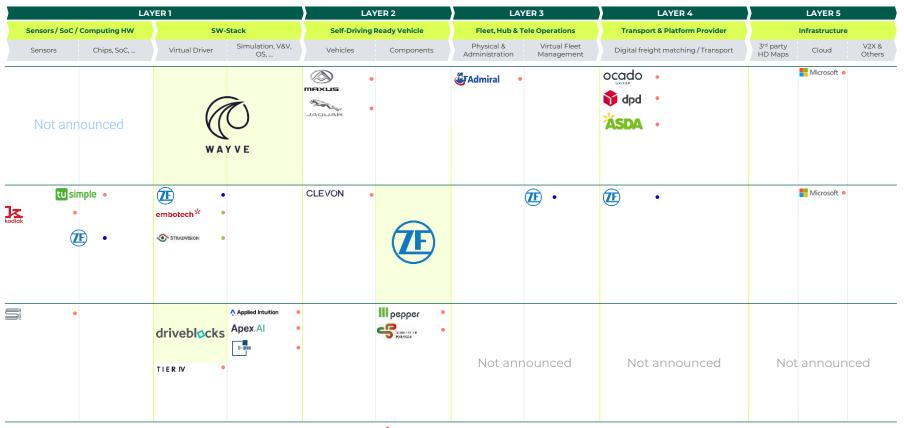
Partnering & Value Chain, Level 4 Target & Latest News



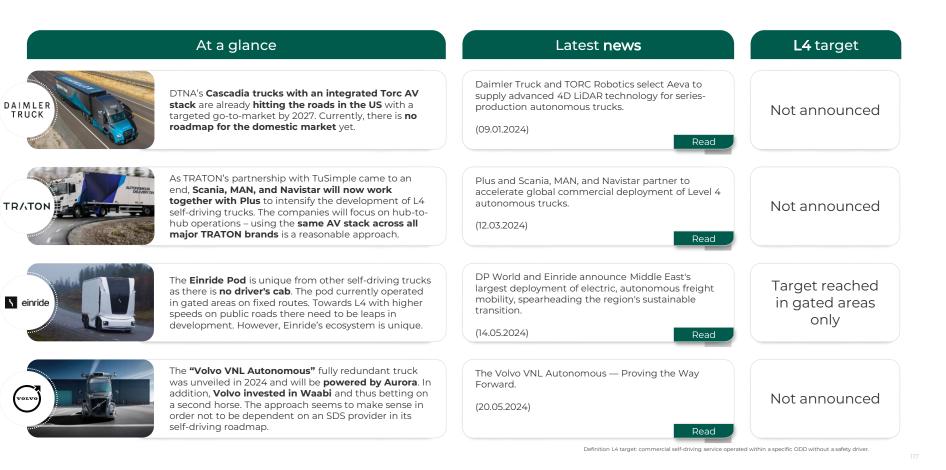
LAYER 1				LAYER 2 Self-Driving Ready Vehicle		LAYER 3 Fleet, Hub & Tele Operations		LAYER 4	LAYER 5	
Sensors / SoC / Computing HW SW-Stack			Transport & Platform Provider							
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Digital freight matching / Transport	3 rd party Cloud HD Maps	V2X & Others
S WMINAR •		TORC WAYNO	Applied Intuition Apex.Al		ILER JCK	Not anr	nounced	Not announced	♀tomtom • aWS	•
	lus •	-ੌ∂ Plus TR/\ton	Applied Intuition BTC embedded	TR/(TON 3	KNORR-BREMSE ● LEONI ● (⊖) BOSCH ●		FERNRI∌E	• INANI • ⊕ ⊕ ● ■ ●		Autobahn
	o∑ nvidia. •	embotech*	Applied Intuition	N e	inride	N e	inride •	Composed Compo	DEEPMAP •	

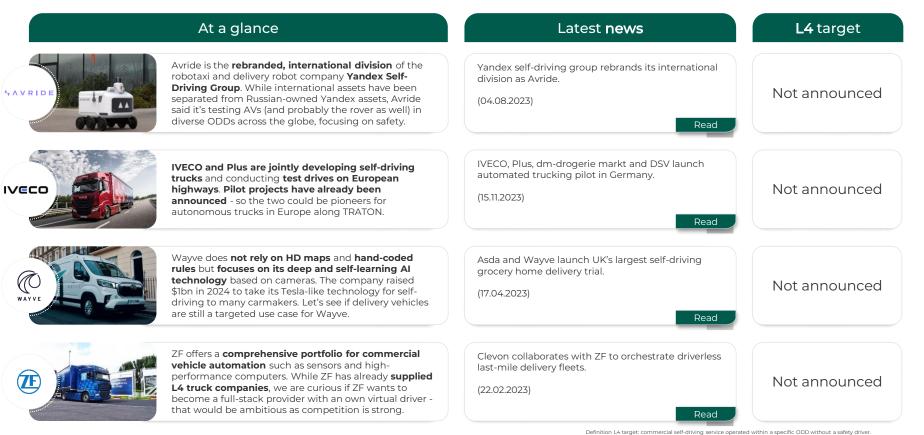
	LA	YER 1	LAYER 2	LAYER 3	LAYER 4	LAYER 5	
Sensors / SoC / Computing HW SW-Stack			Self-Driving Ready Vehicle	Fleet, Hub & Tele Operations	Transport & Platform Provider	Infrastructure	
Sensors	Chips, SoC,	Virtual Driver Simulation, V&V, OS,	Vehicles Components	Physical & Virtual Fleet Administration Management	Digital freight matching / Transport	3 rd party Cloud V2X & HD Maps Others	
	⊘ NVIDIA.	Murora ∙ Waabi •	ISUZU •	varen	> > -27#4_ • Uber Freight • ascend • CONVOY •	Not announced	
, A V R I D E		•	⁴ y∧VRIDE ●				
		Α Λ V R I D E		Not announced	Not announced	Not announced	
	Plus • @ nvidia.	T → Plus			D5∨ <u>dm</u> •	, see Continental 5	
			IVECO	Not announced			

Core Business 😑 Partnership or supplier deal 🛛 😑 Investment 💿 Acquisition 💿 Parent / Subsidiary 💠 Update



LAYER 1				LAYER 2 Self-Driving Ready Vehicle		LAYER 3 Fleet, Hub & Tele Operations		LAYER 4	LAYER 5
Sensors / SoC / Computing HW SW-Stack			Transport & Platform Provid					der Infrastructure	
Sensors	Chips, SoC,	Virtual Driver	Simulation, V&V, OS,	Vehicles	Components	Physical & Administration	Virtual Fleet Management	Digital freight matching/Trans	sport ^{3rd} party HD Maps Cloud V2X & Others
			ROSAS •	33L (οχο	wc	HEIA-FR	MIGROS • Planger •	Not announced
2 mo	bileye •	n mobileye:	• oxa •	ि DELIV (_) नगर NEUBII		Goggo network	CXCI In mobileye	Carrelour Clarvelour Glovo ⁹ ⇒ flipdish Dro ②	• Not announced
	PVIDIA.	STAR	RSHIP •	STAR	SHIP	Not anı	nounced	BRUBHUB	lt • Not announced



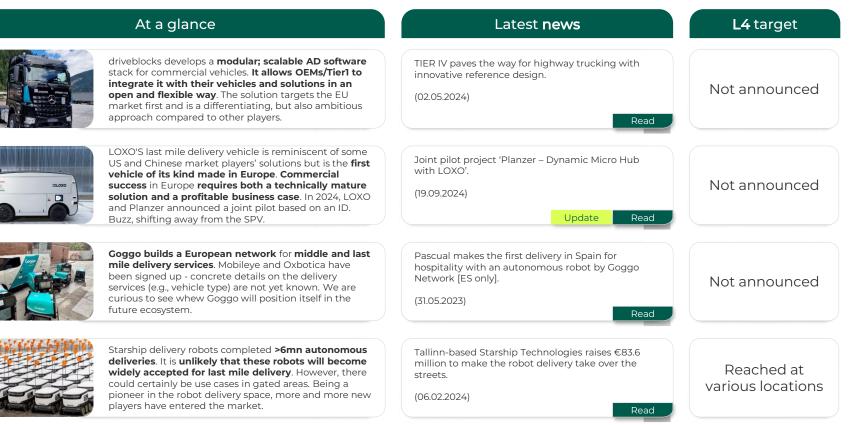


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